

EXHIBIT 16

Janitens, Erik

From: Greeson, Robert
Sent: Sunday, August 26, 2018 1:45 PM
To: 'William Ramey'
Cc: Victoria Kubitskey; Janitens, Erik
Subject: RE: SETTLEMENT COMMUNICATIONS - RULE 408 DISCUSSION

Bill –

Thank you for reaching out. To help my client better evaluate WPEM's offer, are you willing to share how WPEM arrived at the initial offer?

While providing the additional information will help my client make an informed decision, I expect your initial offer is significantly higher than what SOTI is willing to accept.

While SOTI recognizes the business value in settling a case early, I doubt it will settle for an amount in the ballpark of your initial offer because, as you and I have discussed, the accused technology was publicly available before the priority date of the asserted patent.

I look forward to hearing from you.

Best,

--rg

From: William Ramey [mailto:wramey@rameyfirm.com]
Sent: Friday, August 17, 2018 4:28 PM
To: Greeson, Robert <robert.greeson@nortonrosefulbright.com>
Cc: Victoria Kubitskey <vkubitskey@rameyfirm.com>; Janitens, Erik <erik.janitens@nortonrosefulbright.com>
Subject: SETTLEMENT COMMUNICATIONS - RULE 408 DISCUSSION
Importance: High

Robert,

Given the very early nature of this case, we would like to make a low settlement offer before the parties expend substantial time and other resources. Our offer is \$429,000.00. This offer is a greatly reduced number from the damages we will be seeking at trial.

This offer will stay open until 8/31/2018.

Please let me know if you have any questions.

Bill

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